

Message Text

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INFO OCT-01 ISO-00 /005 R

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DRAFTED BY ARA/LA:PJDEVOS:MJT

APPROVED BY ARA/LA:PJDEVOS

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R 271357Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

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FOR DEPUTY ASSISTANT SECRETARY WILLIAM G. BOWDLER

FOLLOWING REPEAT BUENOS AIRES 4694 ACTION SECSTATE 26 JUNE 1974. QUOT
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LIMITED OFFICIAL USE BUENOS AIRES 4694

E.O. 11652: N/A

TAGS: ETRD, PFOR, CU, AR

SUBJ: CUBAN TRADE: MINNESOTA MINING AND MANUFACTURING (3M)
PROBLEM

REF: A. BA 4646 B. BA 4693

1. PRESIDENT OF 3 M OF ARGENTINA INFORMED EMBASSY OF RECENT
ATTEMPTS BY MEMBERS OF CUBAN EMBASSY STAFF TO PURCHASE OR
OBTAIN QUOTATIONS ON SEVERAL TYPES OF 3M PRODUCTS. HE SAID THEY
HAVE RECEIVED THREE VISITS IN LAST TEN DAYS.

2. PRODUCTS INVOLVED ARE: A. X-RAY PLATES, B. OTHER UNSPECIFIED
PHOTOGRAPHIC MATERIALS, C. PLASTIC TAPES FOR ELECTRIC INSULATION,
AND D. VIDEO TAPE. FIRST THREE ARE MANUFACTURED IN ARGENTINA
INCLUDING SOME MATERIALS FROM THE US, SUCH AS SYNTHETIC RUBBER
AND SILVER. VIDEO TAPE IS IMPORTED FROM US.

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3. NO QUANTITIES MENTIONED FOR X-RAY AND PHOTO MATERIALS.

REQUEST WAS FOR 250,000 ROLLS OF PLASTIC TAPES, (ABOUT US\$250,000). CUBAN EMBASSY REPRESENTATIVES TRIED TO BUY 50 ROLLS OF VIDEO TAPE AT RETAIL OFFICE, WHERE HE IDENTIFIED HIMSELF AND REQUESTED THAT BILL BE MADE OUT TO CUBAN EMBASSY. SALE WAS NOT MADE BECAUSE ALERT SALES PERSON BROUGHT IT TO ATTENTION OF SUPERVISOR.

4. 3M PRESIDENT ASKED EMBASSY ADVICE ON HOW TO HANDLE SITUATION. WE INFORMED HIM IN GENERAL TERMS OF RECENT SIMILAR EXPERIENCES OF OTHER AMERICAN COMPANIES IN ARGENTINA AND OF MOST RECENT USG POLICY EXPRESSIONS ON THIS SUBJECT. WE ADVISED HIM THAT SOME US OWNED COMPANIES HAVE BEEN SUCCESSFUL IN DELAYING ON CUBAN REQUESTS WITHOUT ACTUALLY INCURRING WRATH OF GOA BY REFUSING TO EXPORT TO CUBA. AT THE SAME TIME, WE SUGGESTED HE ADVISE 3M REPRESENTATIVE IN WASHINGTON TO DISCUSS MATTER WITH TREASURY. HE EXPRESSED FEAR OF CONSEQUENCES FOR 3M ARGENTINA IF USG REGULATIONS FORCE THEM TO REFUSE TO SELL TO CUBA.

5. HE FEARS THAT SUCH REFUSAL MIGHT SUBJECT 3M AND ITS EXECUTIVES TO ADMINISTRATIVELY IMPOSED FINES AND/OR JAIL SENTENCES UNDER THE NEW "LAW ON SUPPLY AND SUPPRESSION OF HOARDING AND SPECULATION", WHICH PROVIDES THE GOA WITH NEW AND VERY POWERFUL WEAPON TO PROHIBIT ANY ENTERPRISE FROM INTER ALIA REFUSING TO SELL ITS PRODUCTS OR SERVICES. THIS LAW IS BEING REPORTED IN REF B. DECON 6/30/75.

HILL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, PROCUREMENT, IMPORTS, SALES, EXPORTS, PHOTOGRAPHIC EQUIPMENT, RECORDINGS, FOREIGN POLICY POSITION
Control Number: n/a
Copy: SINGLE
Draft Date: 27 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: WorrelSW
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE138565
Document Source: CORE
Document Unique ID: 00
Drafter: PJDEVOS:MJT
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740171-0685
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974068/aaaaafys.tel
Line Count: 90
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. BA 4646 B. BA 4693
Review Action: RELEASED, APPROVED
Review Authority: WorrelSW
Review Comment: n/a
Review Content Flags:
Review Date: 05 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 SEP 2002 by boyleja>; APPROVED <05 MAR 2003 by WorrelSW>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CUBAN TRADE: MINNESOTA MINING AND MANUFACTURING (3M) PROBLEM
TAGS: ETRD, PFOR, CU, AR, MINNESOTA MINING & MANUFACTURING CO, 3M
To: BRASILIA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005